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THE ECHO HEIGHTS FARM



GLADIOLUS



NINETEEN FORTY

Because of its unprecedented advancement and unlimited possibility, the gladiolus is the most logical selection to represent the U. S. A. as the national flower.

F. O. CHAMBERLIN

GLADIOLUS SPECIALIST

JORDAN - - - NEW YORK

CAROLINE WERNER GANNETT

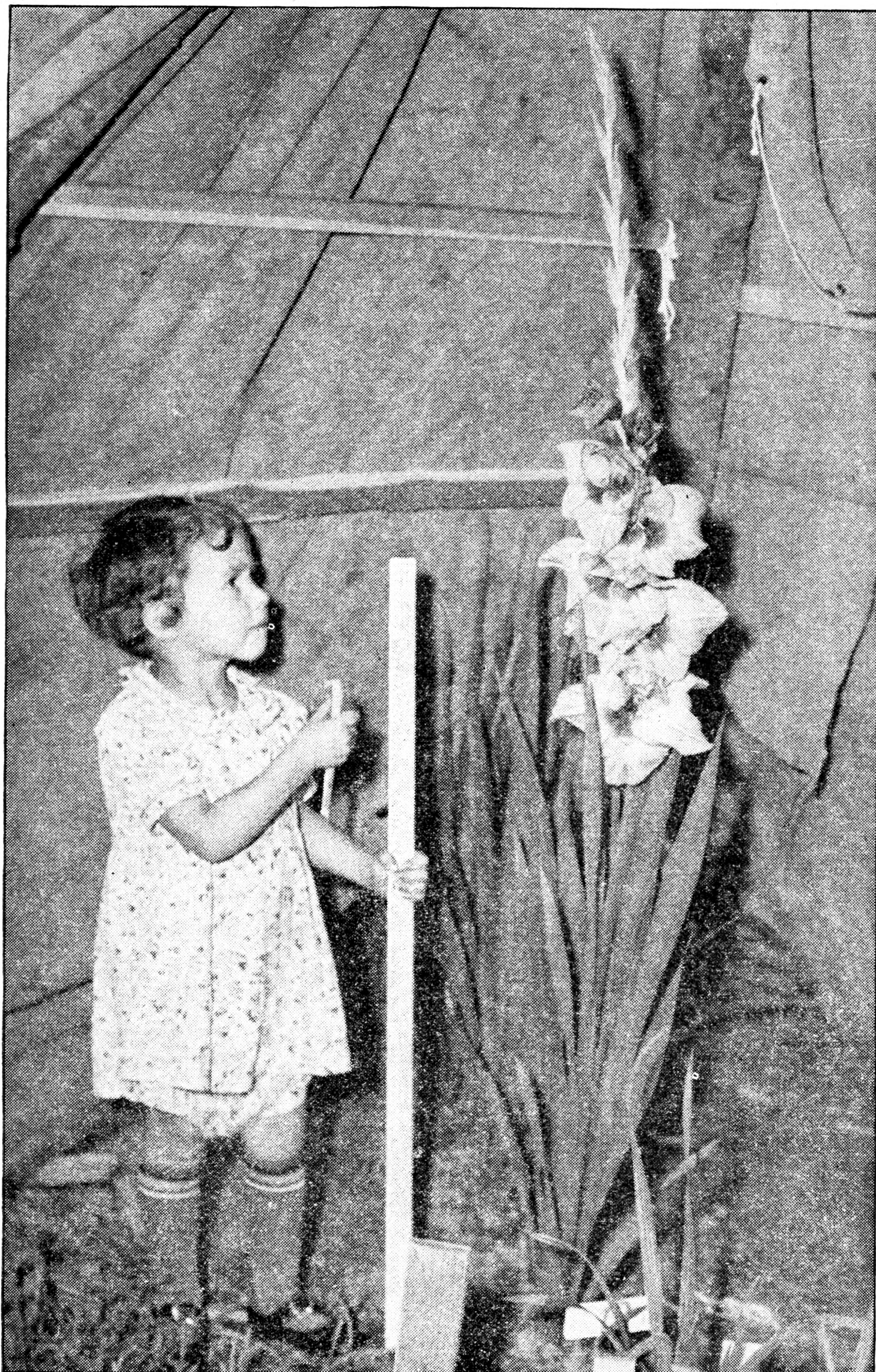
CAROLINE WERNER GANNETT (*Chamberlin*) introduced last year, has fully vindicated the (too good to be true) stories as told by those who saw it in 1937 and 1938. We were unfortunate in not having it in bloom for any of the glad shows this year. We did, however, have some very fine spikes for our commercial exhibit at the New York State Fair and they were the chief attraction of the show to glad fans. This glad with its eight to 11 six-inch to eight-inch round blooms on a 20- to 23-bud spike is simply enormous. Placement is the best and spike stands perfectly erect when in full bloom. A cross of Picardy and Wurtembergia, we believe it will be the forerunner of a race of super-giants. Color is dark rose, outer petals somewhat flecked with slate; the large cherry red blotch enhancing its richness and depth of color. Late last fall, we shipped a spike grown from a bulblet, cut in tight bud. This was out of the water for three days and was reported to have bloomed eight very large flowers at a time.

We firmly believe that growers who get an early start with this one will reap a greater reward than they will with an equal investment in cheaper introductions. We are also convinced that no hybridizer can afford to put off its use as a parent plant—not as rampant a producer of bulblets as Picardy, but is prolific enough when we consider that they germinate about 100 per cent. This year we were able by our special method to obtain over 40 per cent of large bulbs, over 40 per cent of mediums, and the remainder or small were practically all No. 5s. This probably could not have been done by the ordinary procedure we follow with cheap varieties. All purchasers will be furnished with our complete method.

GREETINGS TO YOU FOR 1940

I wish to say right here that I do appreciate your patronage year after year, because it does express satisfaction. I want to thank those who have sent me the name of a friend or neighbor for a catalogue, or have been able to recommend me to others. I have tried my best to apply the Golden Rule in my business and your efforts in my behalf have been a great encouragement to me, knowing that it is a real attribute to achievement and success. Again we thank you and wish you a greater degree of pleasure from your flowers in 1940 than ever.

F. O. CHAMBERLIN.



CAROLINE WERNER GANNETT (*Chamberlin*)

INTRODUCTIONS FOR 1940

GERTRUDE AMANDA (85 to 90 days)—This glad has glamour. Its color is orange to orange pink, deep yellow in throat, six 5- to 5½-inch blooms out on 16- to 18-bud spike, florets heavily ruffled on strong straight spike. Named this one for the Mrs. (Large bulbs, \$5.00 each; M. \$3.00; S. \$2.00; bulblets, 3 for \$1.00.)

MARY MARKOWITZ (90 to 98 days)—This is a deep orange with deep red blotch that we believe is sure of a great future as a commercial and show flower—seven to ten 5-inch flowers open on a perfect spike of 20 buds. (\$5.00 each for Large; \$3.00 each M.; \$2.00 for S.; bulblets, 3 for \$1.00.)

DR. KEMPTON (85 to 90 days)—A brilliant, glistening dark red 5- to 5½-inch florets on 20-bud spike. E. A. Lins of Spring Green, Wisconsin, says of it, "Was good; liked its color and performance very well." This is a great bulblet producer and we have a fairly good stock on hand; thus the very low price of \$1.00 each for L. bulbs, 5 bulbs varied sizes and 100 bulblets for \$5.00.

One large bulb of each of the 1940 introductions for \$10.00 or one M. of each for \$6.00.

One L., 1 M., 1 S. and 3 bulblets of each—a \$19.75 value—for \$15.00

We feel that we have not been able to do justice to these new introductions in our descriptions. We are offering any of these collections, that is, the \$5.00, \$6.00, \$10.00 or \$15.00 collection, with money-back guarantee if not entirely satisfied. In which case, you are to return all stock with bulblets in the fall. We have never known any originator to make such a guarantee on his introductions.

LORD SELKIRK (Towmey) — Color pure white with unmarked creamy white throat. Opens 12-14 florets on a well proportioned spike of 24-26 buds. A strong plant. Good substance and texture. 1939 AWARDS—Award of merit and Bronze Medal New York World's Fair, Special Bronze Medal N.E.G.S. Show at Boston, Grand Champion Minnesota Gladiolus Society Show, Reserve Champion Canadian Gladiolus Society Show, Reserve Champion Winnipeg Gladiolus Society Show and Canadian Gladiolus Society Silver Medal for best spike any variety at Winnipeg in addition to being first in single, three and six spike sections. (A fine addition to its splendid 1938 record.) The above is introducer's description. We saw Lord Selkirk at the Boston show and it is certainly a wonder.

	LARGE	MEDIUM	SMALL	BULBLETS
Per each	\$ 5.00	\$ 3.00	\$ 3.00	\$1.00
Per ten	40.00	24.00	24.00	8.00

FLORA FARMER (Quackenbush)—This new glad is of a most beautiful clear pure pink, with creamy white throat. Blooms are 5-6 inches and nicely ruffled. Five to seven open, nearly all remaining buds showing color. As a seedling was given award of merit at the Boston show and certificate of award at the Empire State Show in 1938. This glad is bound to be very popular and one you will be proud to have in your collection.

	LARGE	MEDIUM	SMALL	BULBLETS
Per each	\$ 3.00	\$ 2.00	\$ 1.00	\$.30
Per ten	24.00	16.00	8.00	2.40
Per 100	192.00	128.00	64.00	19.00

LIST OF MODERN GLADIOLUS

A List That Should Satisfy the Most Fastidious

ABABA (Ellis)—A new red with tall spikes and many open flowers. Have not seen enough of this to be sure of its qualifications. (L. 1 for 15c; M. 1 for 10c; S. 3 for 10c; Blts. 25 for 10c.)

AFLAME — Immense geranium pink. One of the real ones. (L. 3 for 15c; M. 6 for 15c.)

ALAYNE (Kinyon) — Beautiful new shade of light rose, never flecks. Tall straight stem with 20 or more buds. This is a large decorative of exquisite beauty: also a splendid propagator. (L. 2 for 15c; M. 2 for 10c; S. 5 for 10c; Blts. 50 for 25c.)

ALBATROSS (Pf.) — Purest white. One of the best. Tall with large florets. (L. 3 for 15c; M. 3 for 10c; S. 10 for 15c)

ALIGHT (Hornberger)—Sport of the world famed Aflame, which retains the characteristics of that variety in all but color. A beautiful pink with white throat. (L. 3 for 25c; M. 3 for 15c; S. 6 for 15c.)

ALLEMANIA (Pfit.)—One of the largest and brightest of Pfitzer's reds. New. (L. 1 for 15c; M. 2 for 15c; S. 5 for 15c.)

AMADOR (Kingsley) — A new glowing red that will surely please you. (L. 3 for 15c; M. 3 for 10c; S. 10 for 15c; Blts. 20 for 10c.)

AMANDA (Hornberger) — Nice light pink introduced last year very early. (L. 50c each; M. 1 for 30c; S. 3 for 30c; Blts. 10 for 10c.)

AMRITA (Palmer) — Shades of capucine buff, yellow throat, ruf-

fled. (L. 50c; M. 30c; S. 20c; Blts. 10 for 25c.)

APPEAL — Beautiful geranium pink with conspicuous yellow lip. Large and early. (L. 3 for 20c; M. 5 for 20c; S. 10 for 20c.)

APRICOT GLOW—Early apricot. A parent of Picardy. (L. 3 for 15c; M. 5 for 15c.)

ARABELLA (Pfitzer) — Deep black red. An improved Moorish King, having better spikes. Tall exhibition variety. (L. 3 for 25c; M. 3 for 15c; S. 3 for 10c; Blts. 20 for 10c.)

ARABIA—A very dark red. (L. 3 for 15c; M. 5 for 15c.)

AVAGNON—A late introduction from Australia and is a sport of the famed Mrs. S. A. Errey. Color is silver pink overlaid with plum and plum blotch, a very unusual color combination. L. 3 for 20c; M. 3 for 15c; S. 5 for 15c; Blts. 25 for 10c.)

AVE MARIA—One of the finest of the light blues in the medium price class. (L. 3 for 15c; M. 5 for 15c.)

BARCAROLE (Palmer) — New large, tall, clear orange. (L. 75c; M. 50c; S. 30c; Blts. 2 for 25c, 10 for \$1.00.)

BAGDAD—Smoky rose. Immense stalk and flower. (L. 3 for 15c; M. 5 for 15c.)

BEACON (Palmer) — A clear bright scarlet with large, clear cream blotch. Tall and straight, with 8-10 medium large blooms out. Distinctive in color and beautifully

waved and ruffled. (L. 1 for 10c; M. 3 for 15c; S. 10 for 30c; Blts. 50 for 25c.)

BERTY SNOW—Lovely lavender with white throat. Much better propagator than Minuet. We won the blue ribbons at both the State Gladiolus Show and the State Fair in 1934, over Minuet. (L. 3 for 15c; M. 5 for 15c.)

BETTY CO-ED — Soft, creamy pink. A beautiful, decorative. (L. 3 for 15c; M. 5 for 15c; S. 12 for 15c; Blts. 100 for 10c.)

BETTY HUMPHRIES — An improved Betty Nuthall. Is a few shades darker than Nuthall with less markings in the throat, and seems to be some larger in flower. A strong and healthy grower. (L. 1 for 15c; M. 2 for 15c; S. 3 for 10c; Blts. 50 for 25c.)

BETTY NUTHALL — Apricot orange. Wonderful for exhibition or for florists' use. Late. (L. 3 for 15c; M. 5 for 15c.)

BILL SOWDEN — Large, deep crimson. A very fine one from Australia. Does not make large bulbs. (L. 3 for 15c; M. 5 for 15c; S. 10 for 15c.)

BLACK OPAL (*Errey*)—One of the most outstanding in the very dark red class. A true exhibition variety that will open ten well placed florets on tall, straight spike. (L. 1 for 40c; M. 1 for 25c; S. 1 for 15c; Blts. 10 for 25c.)

BLEEDING HEART — A light pink with large red blotches. One of the newer ones and very popular. Tall spikes with 8 large blooms open. (L. 3 for 15c; M. 3 for 10c; S. 5 for 10c; Blts. 100 for 50c.)

BLUE ADMIRAL (*Christ*) — Deep violet blue. Appears to be one of the very best dark blues. (L. 3 for 25c.)

BLUE BEAUTY (*Blaue Schonheit.*) (*Pf.*)—Giant light blue with edges of petals overlaid violet-blue. Wide opened florets. A super Ave Maria. (L. 1 for 15c; M. 2 for 15c; S. 3 for 10c; Blts 10 for 25c.)

BLUE DANUBE—Amethyst blue. A tall, fine, healthy plant. (L. 3 for 15c; M. 5 for 20c.)

BLUE PEACOCK (*Salbach*) — Medium violet, red and white throat. A most attractive and satisfactory blue. (L. 3 for 20c; M. 3 for 15c; Blts. 25 for 10c.)

BOB WHITE (*Zimmer*)—An immense white with two rose lines in throat. All things considered this is one of the best white gladiolus. (L. 3 for 15c; M. 4 for 15c; S. 5 for 10c; Blts. 25 for 10c.)

BORROWED GOLD — Yellow tinted pink. (L. 3 for 15c.)

BREAK O' DAY — Very early, delicate pink. (L. 3 for 10c.)

BROWN WINGS—A real brown glad. Every collection should have a few. (L. 3 for 15c; M. 5 for 15c.)

BUTTERBOY — A very early primrose yellow. Tall with good number out. Florists like this one. (L. 3 for 10c.)

BRIGHTSIDES (*Prestgard*) — Yellow ground, orange red shadings. Wonderful color combination. Decorative. (L. 3 for 15c; M. 5 for 15c; S. 6 for 10c.)

CANBERRA—Fine large yellow from Australia. (L. 3 for 15c; M. 5 for 15c.)

CAESAR (*Rosan*)—Giant orange scarlet of Pfitzer Triumph type, but more buds and blooms. (L. 3 for 20c; M. 3 for 15c; S. 4 for 10c.)

CAPTAIN BOINTON—A tall lavender, and a fine spike in every way. (L. only 3 for 15c.)

CARMENIA (Mair, Scotland)—Carmine crimson glad with white in throat. Twenty or more buds, half of which are out at once. Should be a winner in the rose or rose red class. (L. 3 for 20c; M. 5 for 20c; Blts. 25 for 10c.)

CHAS. DICKENS—Bright, radiant purple with velvety blotch. Tall and a prize winner. (L. 3 for 15c; M. 5 for 15c.)

CHRISTABEL (Mitsch)—Beautiful soft pink with cream throat blotches; large bloom on a tall, slender spike. Ten out at once. Good placement. Very fine. (L. 3 for 20c; M. 5 for 20c; S. 5 for 10c; Blts. 100 for 50c.)

COMMANDER KOEHL—Deep, brilliant red. One of the best. (L. 3 for 15c; M. 5 for 15c; S. 10 for 15c; Blts. 25 for 10c.)

CORONATION (Palmer) — A light salmon rose, shading to creamy yellow in throat. One of the most beautiful of glads. (L. 3 for 15c.)

CRIMSON GLOW—Large bright red. Old but still a favorite with many. (L. 3 for 10c; M. 5 for 10c.)

D. A. HAY (Whiteley)—A very popular New Zealand variety, having won many championships in that country. Pink with creamy white throat. (L. 3 for 15c; M. 3 for 10c; S. 5 for 10c; Blts. 25 for 10c.)

DANNY BOY — An attractive New Zealand variety of brownish slate with throat of tangerine. (L. 3 for 25c; M. 3 for 15c; S. 5 for 15c.)

DANZIG (N. Z.) — Shades of brown. Very odd. (L. 3 for 25c; M. 3 for 15c; S. 4 for 10c.)

DEL RAY—A new light red with white blotch. Is very fine. (L. 3

for 25c; M. 3 for 15c; S. 5 for 15c.)

DEBONAIRE (Palmer) — La France pink, shrimp pink and creamier throat. Very tall and strong grower. Some consider this better than Picardy. (L. 3 for 15c; M. 5 for 15c; S. 6 for 10c.)

DOROTHY DOW (Evans)—Magenta rose overlaid slate with darker blotch. Darker than Emile Auburn. Ten large flowers out on good spike. Exhibition. Good propagator. (L. 1 for 25c; M. 1 for 15c; S. 2 for 15c.)

DO-X (Pf.) — Large, clear, light yellow. One of the very best in its class. 5-inch flowers. (L. 1 for 15c; M. 10c.)

DREAM O' BEAUTY—A rose red or deep cerise. Very fine, vigorous grower and very popular. The flowers are liable to be a little wide spread, leaving an opening between the rows of blooms. (L. 3 for 15c; M. 5 for 20c; S. 10 for 20c; Blts. 100 for 25c.)

DR. BAILEY—A very beautiful velvety old rose; not very large but very refined. (L. 3 for 25c; 12 for \$1.00.)

DR. A. C. McKILLOP (N. Z.)—A fine lavender with cream throat, cream line down each rib; wide open florets. (L. 1 for 15c; M. 1 for 10c; S. 3 for 15c.)

DR. DURR (Pf.) — New white with cream throat. Very early. Stiffer stems and better substance than Polar Ice. (L. 3 for 15c; M. 3 for 10c; S. 6 for 10c; Blts. 40 for 10c.)

DR. F. E. BENNETT — Flame scarlet. Always on dress parade at the glad shows. (L. 3 for 15c; M. 5 for 15c.)

DR. NELSON SHOOK — Deep tyrian rose. Heavily ruffled. (L. 3 for 15c; M. 5 for 15c.)

DUNA (Palmer) — Apricot buff with cream throat. Very fine. (L. 3 for 15c; M. 5 for 15c; S. 5 for 10c; Blts. 25 for 10c.)

DR. HOEG (Hoeg) — Maroon with velvety sheen. Very beautiful. (L. 3 for 25c; M. 3 for 15c.)

EDITH ROBSON—A very fine salmon with red blotch. (L. 3 for 15c; M. 5 for 15c; S. 6 for 10c.)

EMILE AUBURN — Smoky red. Most popular in its class. (L. 3 for 15c; M. 5 for 15c.)

EVEN SONG (Palmer) — Large ruffled smoky with a cream blotch. Has been called an improved Mother Machree, but has not been up to that variety with me. (L. 3 for 15c; M. 5 for 15c; S. 10 for 15c.)

EVELYN STINTON (Symons, Australia) — A new introduction from this famous originator. The color is best described as blush pink heavily overlaid with chocolate. Fine long spikes of exhibition type. Will open up to fourteen flowers, of good size and texture, at once. Received an Award of Merit at Ballarat Test Gardens. (L. 35c each.)

FLAMING METEOR (Mitsch)—Giant red. One of the brightest and most showy of glads. Strong grower. (L. 3 for 20c; 12 for 75c.)

FLYING SQUADRON (Ellis)—Reddish salmon with deep red blotch; 6-inch florets of very attractive coloring. (L. 1 for 10c; 3 for 25c.)

FRILLED CHAMPION (Roozan)—Large ruffled salmon orange. Early, and a real champion. (L. 3 for 20c; M. 3 for 10c; S. 6 for 15c; Blts. 100 for 25c.)

GAY HUSSAR—A very fine salmon orange. (L. 3 for 15c; M. 5 for 15c.)

GIANT NYMPH — Tall, light pink. A winner. (L. 3 for 15c; M. 5 for 15c.)

GOLDEN ANNIVERSARY (K.) —Fawn yellow suffused blush pink. Large red blotch. A beautiful ruffled variety. (L. 3 for 25c; M. 3 for 15c; S. 3 for 10c; no Blts.)

GOLDEN CHIMES—Large, clear pure yellow. Nicely ruffled. One of the most satisfactory yellows. (L. 3 for 15c; M. 5 for 15c; S. 6 for 10c.)

GOLDEN DREAM—Still a winner in the yellow class. (L. 3 for 15c; M. 5 for 15c.)

GOLDEN EAGLE—Earliest in a deep yellow glad. (L. 3 for 10c.)

GOLDEN FLEECE (Ellis)—Very clear yellow, fine cutflower. (L. 3 for 15c; M. 3 for 10c; Blts. 25 for 10c.)

GREEN LIGHT (Pfitzer) — A light cream with a green gloss from which the name is derived. The large florets are slightly ruffled and of fine substance. This is an exhibition glad of high quality. (L. 1 for 20c; M. 12c; Blts. 15 for 25c.)

GERTRUDE SWENSON (Swenson) — Fine exhibition lavender. Opens up to 12 or more blooms well faced on long spikes. Better grower and propagator than most of its type. Have had big spikes from this from bldblets. (L. 1 for 10c; M. 2 for 15c.)

HEATHFIELD (Errey)—One of Erreys' best. Coppery orange with orange-crimson center. Makes a good exhibition spike. (L. 3 for 25c; M. 3 for 15c; S. 6 for 15c; Blts. 25 for 10c.)

HECTOR (Dec) (Com) — Early midseason. Salmon scarlet with reddish speckles on cream throat. Lighter in upper throat. 5-6 large immense ruffled blooms open at a time. A magnificent variety. (L.

3 for 15c; M. 5 for 15c; S. 5 for 10c; Blts. 25 for 10c.)

HERCULES (Crow)—Deep buff. Very tall. Strong grower. (L. 3 for 15c; M. 3 for 10c; S. 6 for 10c; Blts. 25 for 10c.)

HERITAGE (Prestgard)—A pure pink with 10 to 15 open blooms. Has been a winner in a number of shows. (L. 3 for 25c; M. 4 for 20c; S. 10 for 20c; Blts. 50 for 20c.)

HINEMOA (Doney)—The famous novelty glad. Deep rose, flecked darker at times, with cream blotches. (L. 3 for 20c.)

HONEY (Gelser) — A soft and pleasing buff pink. (Prim glad.) (L. 3 for 15c; M. 5 for 15c.)

HIGHLAND CHIEF (Mair) — Rich violet orchid lavender, opening eight large ruffled blooms. Recommended to be a greatly improved King Arthur. (L. 1 for 60c; M. 1 for 40c; Blts. 10 for \$1.00.)

IRAK (Mitsch) — A silvery-grey sport of Bagdad. Finer color than Marmora, and taller. A giant novelty. (L. 1 for 15c; M. 1 for 10c; S. 3 for 10c; Blts. 100 for 50c.)

IRENE (Mair)—One of the best from Scotland. Salmon rose, flaked old rose; light throat. Very fine. (L. 3 for 20c.)

IOSCO (Kinyon) — Wentworth's description: "Exhibition type. Ivory buff. Introduced 1937. This is the largest, most open flowered yellow variety that I have ever seen. I saw it in the fields 6 ft. high with eight or more 6-inch flowers in bloom at one time. The color can only be classed as a light ivory buff, though it will be known generally as a good yellow exhibition variety. Gigantic in every way as to height. (L. 1 for 75c; M. 1 for 40c; S. 1 for 20c; Blts. 10 for 40c.)

ISOLA BELLE (Pf.)—New. Cat-tleya pink with a soft lilac hue. The wide open florets are slightly ruffled. (L. 3 for 30c; M. 2 for 15c; S. 4 for 20c; Blts. 25 for 25c.)

JALNA—A very unusual smoky salmon and ashes of roses. 10 or more large blooms wide open. Very popular with all who have seen it. (L. 1 for 15c; M. 3 for 25c; S. 3 for 15c; Blts. 100 for 25c.)

JEAN DU TAILLES — Large blotched pink. Very popular. (L. 3 for 15c.)

JONQUIL—Said to be the deepest clear yellow in existence. Up to 8 open at once. Not large but very distinctive. (L. 3 for 25c; M. 2 for 15c.)

JOSEPH HAYDEN (Pfitzer) — The color is pale violet, with a very large, deep violet blotch of beautiful appearance; the contrast is most striking and effective. Bound to be very popular. (L. 1 for 50c; M. 25c; S. 1 for 15c; Blts. 10 for 50c.)

JOHN RAMSAY (Mair) — Deep salmon rose flecked deeper. Will show color in all 20 or 24 buds; 10 or 12 out at once. (L. 3 for 25c.)

J. S. BACH (Pfitzer)—Salmon orange. One of the best from this noted originator. A real exhibition glad. (L. 2 for 15c; M. 3 for 10c; S. 10 for 20c; Blts. 25 for 10c.)

J. T. PIRIE—Very attractive mahogany brown; cream throat markings. (L. 3 for 15c; M. 3 for 10c; Blts. 50 for 10c.)

KING ARTHUR (Arenius) — Grand deep rose-lavender. Florets very large, of distinct shape, edges fluted, of heavy substance, and well arranged. Visitors spot this as one of the most outstanding and interesting among newer glads. (L. 3 for 20c; M. 3 for 15c; S. 5 for 10c; Blts. 25 for 10c.)

LA COURONNE — A creamy white with red blot in yellow ground. (L. 3 for 15c.)

LA PORT (Moir)—Flesh pink, shading to rose pink on two lower petals. Perfect placement on good stem. Said to be very early. (L. 1 for 30c; M. 1 for 20c; S. 2 for 20c; Blts. 25 for 25c.)

LEONA (Pruitt) — A very rich rose-red. Medium late, tall growing, carrying from 6 to 8 fine, large, ruffled flowers open at one time. (L. 10c; M. 2 for 12c; S. 3 for 10c; Blts. 25 for 25c.)

LOIS HEMAN — A very out of the ordinary little glad. Yellow and rose red with greenish throat. Has been dubbed "The Clown," but is really very popular. Bulbs not as large as most varieties. Blooms well from small bulbs. (M. 3 for 15c; S. 5 for 15c.)

LOTUS—Very dainty, white, pink and cream. Large flower, about four out. (L. 3 for 15c; M. 3 for 10c; Blts. 25 for 10c.)

LUCIFER (Errey)—Orange scarlet, purple red blot. One of the best from Australia. Ten blooms out on very tall spike. Very strong, healthy plant. (L. 3 for 20c; M. 3 for 15c; S. 4 for 10c; Blts. 50 for 10c.)

MAGNA BLANCA — A creamy white with distinctive yellow blotch. Very tall and fine. Not always straight. (L. 3 for 20c; M. 3 for 15c.)

MAHOGANY (Mair) — Smoky salmon red with light blotches. One of the finest of the new ones from Scotland. (L. 1 for 20c; M. 1 for 15c; Blts. 25 for 50c.)

MAID OF ORLEANS—Considered to be one of the best of the newer creamy whites. (L. 3 for 15c; M. 5 for 15c; S. 10 for 15c.)

MAKENU (New Zealand) — Large wide open ruffled florets of orange shade, with scarlet blotch. Similar to Pfitzer's Triumph in color. Does not burn in sun. (L. each, 30c; M. 20c; S. 1 for 10c; Blts. 10 for 10c.)

MAMMOTH WHITE — A pure white. Six or seven inch blooms. One of the best for show purposes. (L. 3 for 15c; M. 5 for 15c.)

MAXWELTON (Bearman)—New giant. Rose pink. (L. 1 for \$1.00; M. 1 for 75c.)

MARGARET FULTON — Rich clear salmon. Very fine for early. (L. 3 for 15c; M. 3 for 10c; S. 6 for 10c; Blts. 100 for 10c.)

MARMORA—The gray glad. A prize winner. (L. 3 for 15c; M. 5 for 15c.)

MAY DAVIDSON (J. J. Brown) — Pink, slight gray cast. Tall, straight spikes; 6 to 8 6-inch florets open at once. One of the best exhibition glads. New. (L. 3 for 25c; M. 3 for 20c; S. 3 for 10c; Blts. 100 for 20c.)

MARY ELIZABETH (Dr. Stevens) — White with yellow throat. Beautiful. A winner in the decorative class. (L. 3 for 15c.)

MARY FREY—Large early lavender. We consider this one of the best. (L. 3 for 15c; M. 5 for 15c; S. 10 for 10c; Blts. 100 for 10c.)

MILFORD (N. Zealand) — A beautiful shade of blue, no red markings. Considered to be the very best light blue. (L. 3 for 20c; M. 3 for 15c; S. 5 for 15c; Blts. 100 for 25c.)

MINNOCK (Mair, Scotland) — Soft salmon apricot. Will open 12 blooms at once on good spike. (L. 1 for 10c; M. 2 for 10c.)

MINUET—Considered by many as the very best lavender. (L. 3 for 15c; M. 5 for 15c.)

M. M. SULLY—Milk white. Red blotch. Very fine. (L. 3 for 20c.)

MISS NEW ZEALAND (Julien)—Salmon, rose blotch. Without doubt this is one of the largest glads in spike and flower. Well spaced and placed. (L. 1 for 10c; M. 2 for 10c; S. 4 for 10c; Blts. 100 for 40c.)

MOIRA (N. Z.)—Bright scarlet, warm deep throat. This seems to have better placement than Wurttembergia, and more flowers out. Flowers not quite as large. (L. 3 for 25c; M. 3 for 15c; S. 5 for 10c; Blts. 25 for 10c.)

MOORISH KING—One of the very best in a large, dark red. (L. 1 for 10c; M. 3 for 15c; S. 5 for 15c; Blts. 10 for 10c.)

MORONGO (Errey)—A fine exhibition variety from Australia. 12 perfectly placed blooms on a long, straight spike. Color a bright salmon with a yellow, scarlet lined center. (L. 1 for 25c; M. 1 for 15c; S. 1 for 10c; Blts. 10 for 25c.)

MOROCCO (Pf.)—Very dark maroon. Buds almost black. An outstanding novelty. (L. 3 for 15c; M. 3 for 10c.)

MOTHER MACHREE—World famous. Soft smoky lavender with orange lines. We consider this as one of the very best in its class. In fact, it is our favorite. Was introduced at \$100 a bulb. (L. 3 for 15c; M. 6 for 20c; S. 12 for 20c.)

MRS. F. C. PETERS—One of those older ones that is still very fine. A wonderful lavender for late flowers. (L. 3 for 15c; M. 5 for 15c.)

MRS. LEON DOUGLAS—Salmon rose pink. A giant in plant and flowers. (L. 3 for 15c; M. 2 for 15c.)

MRS. R. P. CHASE—Large and

creamy white, tinted pink. A very beautiful glad. (L. 3 for 15c; M. 3 for 10c; Blts. 25 for 10c.)

MYRNA—New large ruffled white. Very fine. Stood up the best of any white I grew last year. (L. 1 for \$2.00; M. 1 for \$1.50; S. 1 for \$1.00; Blts. 1 for 20c.)

MYWAG (Palmer)—Salmon shading to white throat with large scarlet blotch. Immense round florets, of exceptional beauty. (L. 1 for 25c; M. 1 for 15c; S. 2 for 15c; Blts. 10 for 20c.)

MRS. S. A. ERREY (Errey)—Brilliant orange with an orange crimson blotch. Ten enormous blooms on tall spike. Should be picked and put in a cool place as soon as first blooms appear, as it burns badly in hot sun. (L. 3 for 15c; M. 3 for 10c; S. 5 for 10c; Blts. 25 for 10c.)

NEW ERA (Ellis - Majeski)—Eosine pink blended with La France pink. A pink that is pink. Soft cream throat, white midribs. Extremely ruffled (very frilled). 10 open florets, 18 florets and buds. Good placement and always straight. Heavy texture. Under subdued light it has no equal. L. 1 for 20c; M. 2 for 20c; S. 4 for 20c; Blts. 15 for 25c.)

NEWINGTON (Errey)—Cream slightly flaked on outer edges with rose pink; lower petals suffused lemon yellow. Tall, strong grower. Up to 10 open at once. (L. 1 for 20c; M. 1 for 15c; S. 3 for 15c.)

NINTH SYMPHONY (Pf.)—New. A first class exhibition variety. Color vivid salmon red with silky sheen without any markings. The florets are very large, wide opened, of good lasting substance and excellently placed. (L. each, 10c; M. 3 for 15c; S. 3 for 10c; Blts. 30 for 25c.)

OBERSCHLEISEN (Pf.) — A real cream colored glad; new. Long spikes, many out. Exceptionally good. (L. 3 for 20c; M. 3 for 10c; Blts. 25 for 10c.)

ORANGE PRINCESS (De Grott) — Pure salmon orange. One of the finest oranges. Flowers perfectly placed and ruffled. (L. 1 for 10c; M. 3 for 20c; S. 10 for 25c; Blts. 100 for 25c.)

ORANGE QUEEN — A fine orange prim glad. (L. 3 for 15c.)

OREGON (Ellis) — Light pink with cream throat. Considered to be one of the finest new glads. Wonderful color. Giant spike with 6½-inch blooms. Crooks badly in this climate. (L. 3 for 15c.)

OUR SELECTION — Smoky salmon rose, red throat, cream lip. Large number of flowers out. A great prize winner from Australia. (L. 3 for 15c; M. 5 for 15c.)

PAUL'S SCARLET (Newman) — The color of Paul's Scarlet Rose. A very pretty small decorative. Not a prim. (L. 3 for 15c; M. 3 for 10c; Blts. 25 for 10c.)

PEACH ROSE — Extra choice rose pink, darker throat. A winner. (L. 3 for 15c; 12 for 60c.)

PEGGY-LOU (Wilson) — Smooth deep shrimp pink with a rosy cast, and slight peppering of deeper rose in throat. Very similar to Picardy in every way except that Peggy Lou is deeper in color. Was declared the champion seedling bloom at Pennsylvania show. (L. 1 for 25c; M. 1 for 15c; S. 3 for 10c, 100 for \$1.50; Blts. 25 for 25c, 100 for 60c.)

PELEGRINA (Pfitzer) — Probably the best dark blue to date. Not as vigorous a grower as some, but very beautiful. (L. 3 for 15c; M. 5 for 15c; S. 10 for 20c; Blts. 100 for 35c.)

PFITZER'S MASTERPIECE — Released in 1938. Color is a rich pink, cream throat, with good depth of color and waxy appearance. (L. 1 for 20c; M. 1 for 15c; S. 2 for 15c; Blts. 10 for 15c.)

PFITZER'S TRIUMPH — Light orange scarlet, deeper lip. Immense wide open flowers. A wonderful flower. (L. 3 for 15c; M. 5 for 15c; S. 10 for 15c.)

PICARDY (Palmer) — A soft shrimp pink. One of the most outstanding of the newer glads. Champion bloom at New York State Glad Show at both 1934, 1935 and 1936 exhibits. A tremendous propagator; thus the low price. (L. 3 for 15c; M. 6 for 15c; S. 15 for 15c; Blts. 100 for 10c.)

PIMPERNEL — Clear, light red, white throat. One of the best in its class. (L. 1 for 10c; M. 3 for 20c; S. 2 for 10c; Blts. 100 for \$1.00.)

PIRATE (Palmer) — Shades and tints of pomegranite purple. Large flowers well placed on a tall spike, makes this one of the best dark beauties. (L. 3 for 15c; M. 3 for 10c; S. 5 for 10c.)

PITITI (Hill, New Zealand) — Salmon apricot flecked darker and the throat powdered with henna. This has proved to be a champion in New Zealand. (L. 2 for 15c; M. 3 for 10c; S. 5 for 10c; Blts. 25 for 10c.)

POLAR ICE (Pfit.) — Another pure white. This is on the order of Albatross but earlier. Fine texture. (L. 3 for 20c; M. 3 for 15c.)

PRIDE OF WANAKAH — Fine, large lavender rose. Very popular. (L. 3 for 15c.)

PROF. VAN SLOGTERN (Alkemade) — A very beautiful, soft pink that is different. Spike straight

with large flowers well placed. (L. 3 for 15c.)

PURPLE GLORY—Fine, ruffled dark red. Sometimes has a purple cast. (L. 3 for 15c; M. 5 for 15c.)

RAMESES—Large purple. A very distinct form and coloring. (L. 3 for 20c; M. 3 for 15c.)

RAMSAY MacDONALD (Pfitser)—This new purple is very fine in color, good spike flowers well placed. (L. 1 for 15c; M. 1 for 10c; S. 2 for 10c; Blts. 10 for 10c.)

RAPTURE (Palmer)—Medium light salmon with diffused creamy blotch. (L. 2 for 12c, 10 for 50c; M. 3 for 10c, 10 for 30c; S. 10 for 15c; Blts. 25 for 10c.)

RECOVERY (Blake)—Salmon rose-red. Very fine, strong grower. (L. 3 for 15c; M. 3 for 10c; S. 5 for 10c; Blts. 25 for 10c.)

RED LORY—Rose red, crimson blotch. Ten to 12 open at once. A fine Australian variety. Best from large size bulbs. (L. 3 for 15c; M. 5 for 15c.)

RED PIRATE (Gelser)—Dark rose-red with almost black blotch. Very pleasing shade of red. (L. 1 for 20c; M. 1 for 15c.)

RED PHIPPS—A glowing light scarlet. Very fine for exhibition or commercial use. (L. 3 for 15c; M. 3 for 10c; S. 5 for 10c.)

REDWOOD BEAUTY (Majeski)—Something like the popular "Our Selection," but larger, brighter, and more dazzling and spectacular. (L. each, 30c; M. each, 20c; S. each, 15c.)

REWI FALLU (Fallu)—Deep blood red. Large blooms of heavy texture on a tall straight spike with 6 to 8 open. This is truly a won-

der glad. Blooms from small bulbs and bulblets. (L. 2 for 25c; M. 2 for 15c; S. 3 for 10c; Blts. 10 for 15c, 100 for 75c.)

RIMA (Mitsch)—A very beautiful lilac pink with a cream throat. The florets are large and well placed on long spike—stands heat remarkably well. I believe this will be in great demand as a cut flower variety. (L. 1 for 40c; M. 1 for 25c; S. 15c; Blts. 10 for 30c.)

ROBERT THE FIRST (A. J. Wilkus)—Rose purple. Grows tall with 20 to 23 buds. A row of these are as straight and uniform as a line of soldiers. (L. 3 for 25c; M. 3 for 15c; S. 3 for 10c; Blts. 25 for 10c.)

ROSEX (Palmer)—A salmon scarlet shading to rose. Many open. We won first at the 1934 Empire State Show for most buds and blooms with a spike of this grown from a No. 3 bulb. (L. 3 for 15c; M. 3 for 10c; S. 5 for 10c; Blts. 15 for 10c.)

ROTENBERG (Pr.)—Bright deep red with black-red blotch. A very rich lustrous color, and good spike. (L. 3 for 25c; M. 3 for 15c; S. 3 for 10c; Blts. 25 for 10c.)

ROSALIE—Rose pink petals bordered wine, cream throat. Outstanding. (L. 30c each; Blts. 10 for 25c.)

ROYAL GOLD (Pfitser)—Another new one from this noted originator. A beautiful yellow, large and early. I have had as many as 8 blooms out on spikes grown from No. 6 bulbs. (L. 1 for 40c; M. 1 for 30c; S. 1 for 20c; Blts. 10 for 25c.)

SALBACH'S ORCHID—Similar in form to Minuet but of a pinker

shade. Wonderful in some sections. (L. 3 for 15c.)

SALMON EMPEROR (*Roosan*) — Salmon orange, deeper feather. Spike sometimes rather stubby. Very nicely ruffled. (L. 1 for 10c; M. 3 for 15c; Blts. 100 for 20c.)

SCHENECTADY (*Stevens*) — Coral red streaks on rose ash. (L. 3 for 15c; M. 5 for 15c.)

SCHWABEN GIRL — Pure pink. (L. 3 for 20c.)

SHIRLEY TEMPLE (*Pruitt*) — This new cream with a darker throat created a great sensation in Oregon in '36, where it was shown with seven out and florets, measuring over 6 inches in width. A very vigorous grower and good germination from bulblets. (L. 1 for 10c; M. 2 for 10c; S. 3 for 10c; Blts. 25 for 25c.)

SIEGFRIED (*Mitsch*) — Color a rose pink somewhat overlaid; red with white throat and white splashes on the upper petals. This should be a winner in the large decorative class as it opens up to 13 well placed, medium sized blooms on nice spike. At least, this is a very lovely novelty. (L. 1 for 15c; M. 1 for 10c; Blts. 25 for 10c.)

SILVER SHEEN (*Symons*) — Glowing salmon pink with a white tongue on lower petals. Tall fine spike with up to 10 out. (L. 3 for 20c; M. 3 for 15c; S. 2 for 10c; Blts. 25 for 10c.)

SMILING MAESTRO (*Christ*) — Deep salmon rose, usually flaked brown. A wonderful, nice large exhibition glad, and a good propagator. (L. 3 for 20c; M. 3 for 15c; S. 5 for 15c; Blts. 10 for 20c.)

SOUTHERN CROSS (*Whiteley*) — Color is one of the finest clear

reds. Facing and growth are of the best. Very prolific. We predict a great future for this in the commercial field. Early. (L. 3 for 15c; M. 3 for 10c; S. 6 for 10c; Blts. 50 for 10c.)

STAR OF BETHLEHEM (*Pfitser*) — We believe this to be the very best of the white varieties. Better placement than Albatross, and not crowded or stubby as some of the others sometimes are. (L. 3 for 20c; M. 3 for 15c; Blts. 10 for 10c.)

STORM TRIUMPHANT (*Svenson*) — A new smoky of deep chocolate tones. About eight large flowers open. Seems to be good in every way. (L. 1 for 15c; M. 3 for 25c; S. 3 for 15c; Blts. 25 for 20c.)

SWEETHEART — Waxy snow white blending to a very dainty pink. Not a large flower or a great number out but a real sweetheart. (L. 3 for 15c; M. 5 for 15c.)

SYMPHONY (*Palmer*) — Light rose pink with clear cream blotch. Very long flower head with from 6 to 9 very beautiful flowers open. Stands drought remarkably. This will be a wonderful cut flower variety as well as one of the finest for the garden. (L. 3 for 15c; M. 5 for 15c; S. 10 for 15c; Blts. 25 for 10c.)

TAMAROA (*New Zealand*) — A brownish orange shade, flaked deeper, ornamental throat. (L. 1 for 25c.)

TANGERINE (*Morrison, Australia*) — A glowing orange, tall and graceful. Very fine. (L. 3 for 15c; M. 5 for 20c; S. 10 for 20c; Blts. 25 for 10c.)

TAKINA (*Burns, N. Z.*) — Another mammoth variety. Some

growers report this to be even larger in length of spike and size of flower than Miss New Zealand. Color, rosaline purple. (L. 1 for 10c; M. 3 for 15c; S. 5 for 15c; Blts. 25 for 10c.)

THREE LO (Burgess, Australia)—A long spike with about twelve large flowers well placed on a strong stem and very reliable in producing exhibition spikes as it is a healthy vigorous grower. The color is rose, slightly flecked a deeper shade with a carmine blotch on a creamy throat. A good propagator although the bulblets are small. F. C. C. at Australia Trial Grounds. (L. 1 for 15c; M. 3 for 25c; Blts. 25 for 15c.)

TIP TOP (Pfitzer)—This is truly a magnificent variety. The spike is tall and fine, usually producing 6 inch blooms from M. size bulbs. The color is a brilliant scarlet. (L. 3 for 15c; M. 5 for 15c; S. 5 for 10c; Blts. 25 for 10c.)

TOA (Miller)—Light orange salmon, but on the color lines of Pfitzer's Triumph and the same wide open type of bloom. (L. 1 for 10c; M. 3 for 15c; S. 5 for 15c; Blts. 25 for 10c.)

TREVONIAN (Hornberger) — A large outstanding new lavender rose. We like this very much. (L. 3 for 15c.)

TUNIA'S TRIUMPH (Both) — Light orange scarlet. Very large. Sometimes over seven inches across. Heavy texture. 7-9 open. Good propagator. Has won many awards in Australia where it is considered one of the very best. Said to be fine for hybridizing. (L. 1 for 80c; M. 1 for 50c; S. 1 for 30c; Blts. 10 for 80c.)

TUTANEKAI (Dooney)—Orange

ochre, flaked brown. Yellow throat. Very attractive and different. (L. 2 for 15c; M. 2 for 10c; S. 4 for 10c; Blts. 20 for 10c.)

UNION JACK (J. J. Brown)—Gray and slate with red blotch. A very fine smoky, long tapering spike. (L. 3 for 25c; M. 3 for 15c; S. 5 for 15c; Blts. 25 for 10c.)

VAGABOND PRINCE (Palmer)—Color is an unusual iridescent garnet brown lighter in upper throat and with a small blotch of glowing flame scarlet on lip petal. 8-10 well placed medium sized blooms open at a time. Very odd and distinct and with gorgeous color. Attracts at once everywhere shown and is bound to be one of the most popular varieties in existence. (L. 3 for 15c; M. 3 for 10c; S. 4 for 10c; Blts. 25 for 10c.)

VEILCHENBLEAU—One of the best, reasonable priced blues. (L. 3 for 15c.)

WENONAH—Kinion introduction for 1940. (75 to 80 days.) Salmon Pink. Winner of the American Home Achievement Medal, The Michigan Horticultural Society Medal, Michigan Gladiolus Society Certificate and the honor of being the highest scoring seedling at the Michigan Gladiolus Society Show. A most dependable performer in every way. Wenonah will open 10 to 14 wide open blooms closely placed but not too crowded. A 4 ft. spikehead in perfect harmony. Fast propagator and every bulblet germinates. (L. 1 for \$1.00; M. 1 for 85c; S. 1 for 75c; Blts. 10 for 75c.)

WARATAH (Errey)—Outer portion of flower is a brilliant orange scarlet; center is crimson touched with cream. Ten open blooms of fine substance. Perfect placement

on good spike. (L. 2 for 25c; M. 2 for 15c; Blts. 20 for 15c.)

WHITE SPIRE (Kinyon)—Wentworth's description: "A tall growing variety, the tips of the spikes standing 4 to 5 feet from the ground. The florets are perfectly placed, the 5-inch blossom neither crowded nor widely spaced on the stem. The petals are chamois-like in substance, being thick and resilient. The stems are heavy and will hold upright 8 massive blooms open at once. The dark green leaves are broad and straight. The white of this variety is most lovely, being a pure glistening white with no markings. The long, tapering spike head will carry 18 to 24 buds. The spike may be cut in tight bud, for shipping, and will open to perfect size and condition. Germination and propagation qualities are excellent." (L. 1 for 75c; M. 1 for 40c; S. 20c; Blts. 10 for 40c.)

WAIRAU (Julyan, N. Z.) — A large slightly ruffled variety. Ground color of pale salmon brightening to an orange tint with a distinct border of lavender grey; throat markings are cream with crimson effect. A good strong grower which easily opens eight or more to make it a good exhibition variety. (L. 1 for 25c; M. 1 for 15c; S. 2 for 15c; Blts. 10 for 10c.)

WURTEMBERGIA (Pfit.) — A brilliant scarlet with conspicuous cream blotch. A basket of this at the New York State Fair attracted

much attention and enthusiastic comment. (L. 3 for 15c; M. 5 for 15c.)

WINGS OF SONG (Ellis) — Large pink with white throat. Won first at E. S. G. S., also won first at N. Y. State Fair, 1938 and 1939. (L. \$2.00 each; M. \$1.25 each; S. 50c each; Blts. 20c for 2, 100 for \$5.00.)

WASAGA (Palmer) — Beautiful frilled apricot buff. Very choice. (L. 3 for 15c; M. 3 for 10c; S. 6 for 10c; Blts. 25 for 10c.)

ZAUBERFLOTE (Pf.) — Peach with vivid red blotch. Spikes are always straight, carrying 7 to 8 large flowers of good substance. A good healthy grower and propagator. Will become one of the leading cut-flower varieties. A great improvement on Mrs. Frank Pendleton. (L. 1 for 10c; M. 3 for 15c; S. 3 for 10c; Blts. 30 for 10c.)

ZAUBERLIN (Pf.) — An early ruffled yellow. New. A beautiful decorative. (L. 3 for 25c; M. 3 for 15c; S. 4 for 10c; Blts. 25 for 10c.)

ZILLAH (Parkman) — A strong growing yellow, with 8 out at one time. Fine for early cut flowers. (L. 3 for 15c; M. 3 for 10c.)

ZUNI (Mitsch)—A very rich colored smoky glad, very delicately and evenly ruffled. This new glad is one of great promise, not as large florets as Bagdad, but more beautiful. (L. 1 for 30c; M. 1 for 20c; S. 1 for 10c; Blts. 10 for 25c.)

CHOICE MIXTURE

Consisting of named varieties (not labeled).
All colors and shades. (L. 100 for \$2.50; M. 100 for \$1.50; 25 at the 100 rate.)

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CAN WE HELP YOU?

Some of you who have not been growing the modern gladiolus may not know just what to order. While we would much rather you would make your own selections if possible, we could select for you if you will tell us some of the colors and shades you like best—also size of bulbs (medium and large only). No order for less than \$1.00, *please*. We can give some better values when we do this, as it gives opportunity to select those varieties we have in large quantities. The varieties are to be labeled separately just the same as though you selected them. Of course, we have a fine mixture of many choice varieties not labeled as per catalogue that cost still less and are just as satisfactory where one does not care to know their glad by name.

Our prices are as low as consistent, quality considered. There is just as much difference in glad bulbs as anything else in the line of seeds you may buy. This does not mean that you must pay exorbitant prices for good bulbs. Our bulbs are as good as you can buy at any price. One of the greatest mistakes the average buyer is liable to make is to purchase bulbs that have been forced to the limit in order to make a grand display. Such bulbs seldom repeat. I have a great many customers tell me that their flowers were better than mine. I figure that is a better recommend than to have them say that they could not get as good flowers as I showed them. Of course, you may grow a poor crop from good seed, but you cannot produce a good crop from poor seed.

PLEASE READ BEFORE ORDERING

The different sizes will be designated as follows: L. for large, M. for medium, S. for small, and Blts. for bulblets. Large and medium bulbs are always of blooming size and many of the small ones will bloom and will make the best of bulbs for the next season.

I would mention that there are a few varieties that do not make very large bulbs. M. size, in other words, would be a good size for a few of these varieties.

That does not mean that these varieties may not be very choice. I happen to know that the sweepstake spike at the State Show at Rochester in 1937 was produced from a bulb of but little more than 1 inch in diameter.

To avoid disappointment you should get your order in reasonably early, especially if you are going to order some of the newer varieties, as many of these are limited in quantity. *We will accept your C. O. D. order for future delivery.* We do not substitute unless we give better value.

All orders of \$1.00 or over will be prepaid anywhere in U. S. A. I am giving no discounts on these prices but I do try to give all customers a pleasant surprise. Of course, we can give wholesale quotations on large lots. Please send list of just what you want for estimates. The larger your order, the more extras you will receive.

Quotations are usually made three at the dozen rate, as we cannot afford to put up single items for less than 10c. So you get the benefit of the dozen rate whether you order three, six, nine or twelve. Where priced singly, multiply by 10 for dozen rate.

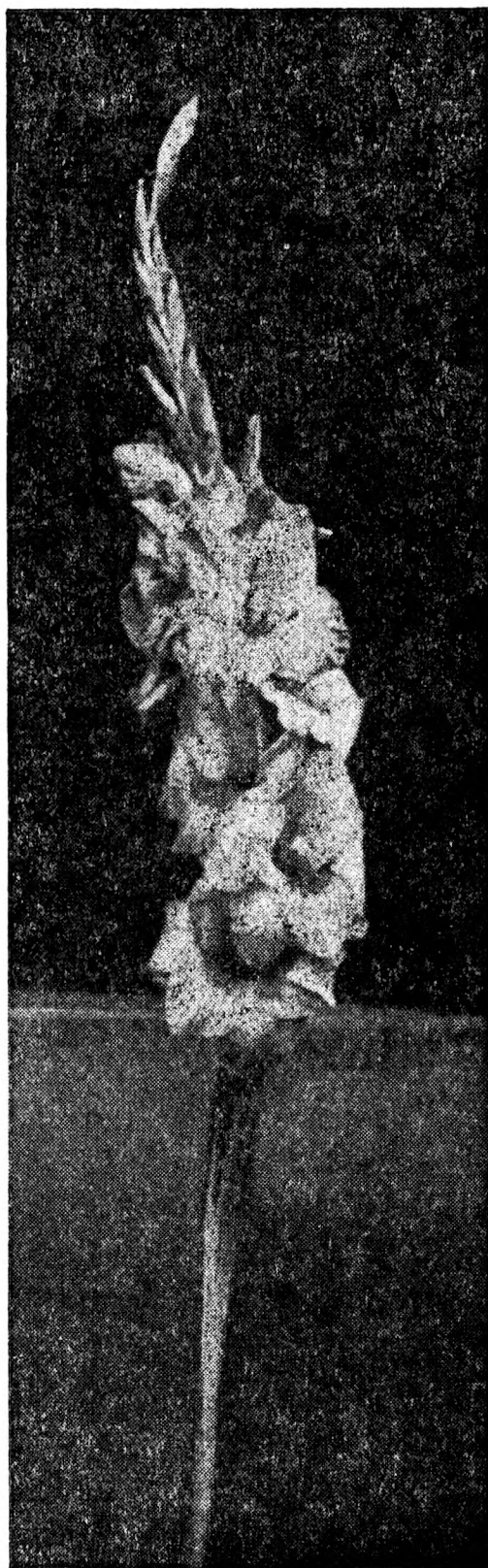
Visitors Are Always Welcome

Watch for Our Signs Two Miles West of
Elbridge on Route 5

◆

We have been able to make better quotations in some instances than we expected earlier in the season. Therefore if you have given us an order and you find you paid too much for some of them, you can just rest

◆



assured that you will get your money's worth in extra bulbs. We certainly do not calculate to penalize anyone for favoring us with early orders. Any change in your order should be mailed at an early date.

◆

OUR GUARANTEE

If, upon examination, bulbs are not satisfactory, return them and your money will be refunded. Our guarantee does not mean that we are in any way responsible for any failure due to weather conditions or insects. However, if you have any complaint at blooming time, just send it along to us and we will try and do our part.